Strategic Advisory Services

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JAR&A – Strategic Advisory Services

JAR&A has always focussed on strategic advisory services, developing a suite of complementary methods and tools that have been refined over the years. As a second stream, JAR&A has also provided advisory services with regard to the strategic application of ERP and Business Information Systems generally.

Recently JAR&A has sharpened its focus to meet its clients' need to respond quickly to external shocks with methods that enable them to make high-quality decisions fast. We offer these "Quick Attack Decision Making©" workshops at a favourable rate to help our clients get through the current crisis

Having always delivered services in person, since the lockdown, we now deliver our services remotely (on Zoom) and, in doing so, have global reach.

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Our Key Deliverables:

- Enabling organisations to thrive by applying engineering disciplines to strategic planning.
- Solutions designed to stand the test-of-time and deliver high value
- Strategically effective systems which deliver exceptional value

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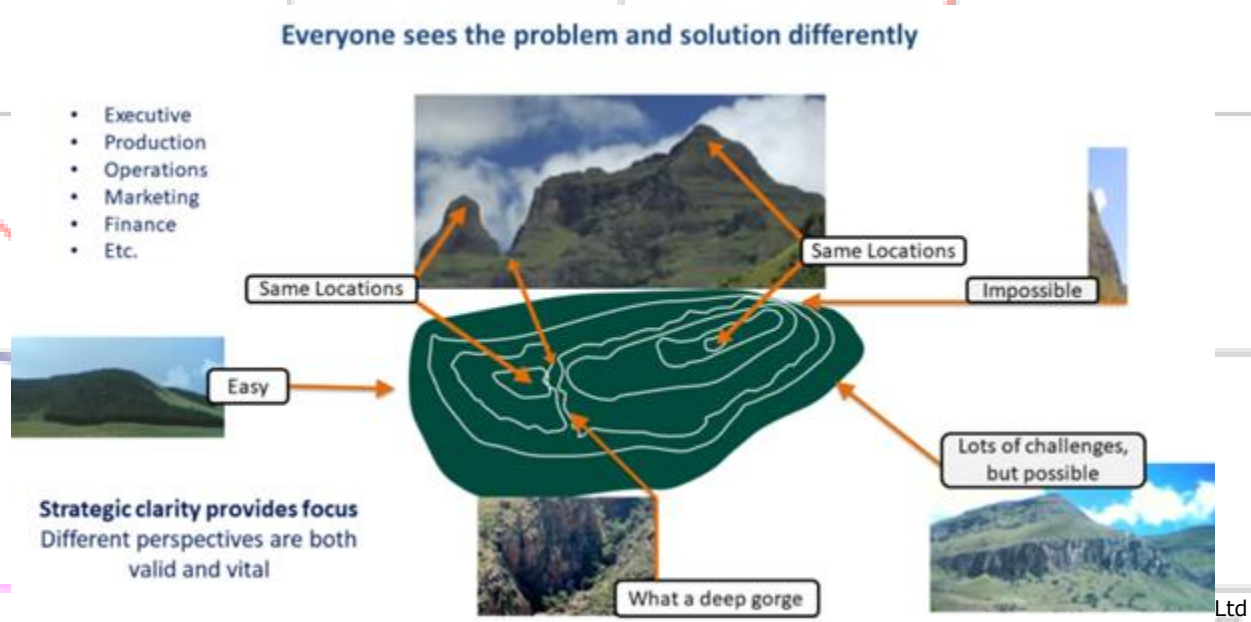
Weighted Objective vs Forecast

Our Strategic Planning Methods

1. Critical issues determination of Critical Factors on which strategic plan is based.
2. Actively engages the entire Executive Team.
3. and scored ratings furnish weighted strategic gaps.
4. Systematic analysis of the gaps gives rise to specific strategic plan actions and projects.
5. Plan actions and projects developed on a robust first principles basis.
6. Leads to a Strategic Action Plan.
7. Generates a Strategic Project Plan.
8. Multi-year critical resource-based plan.
9. High Value Deliverable.



WEIGHTED SCORE

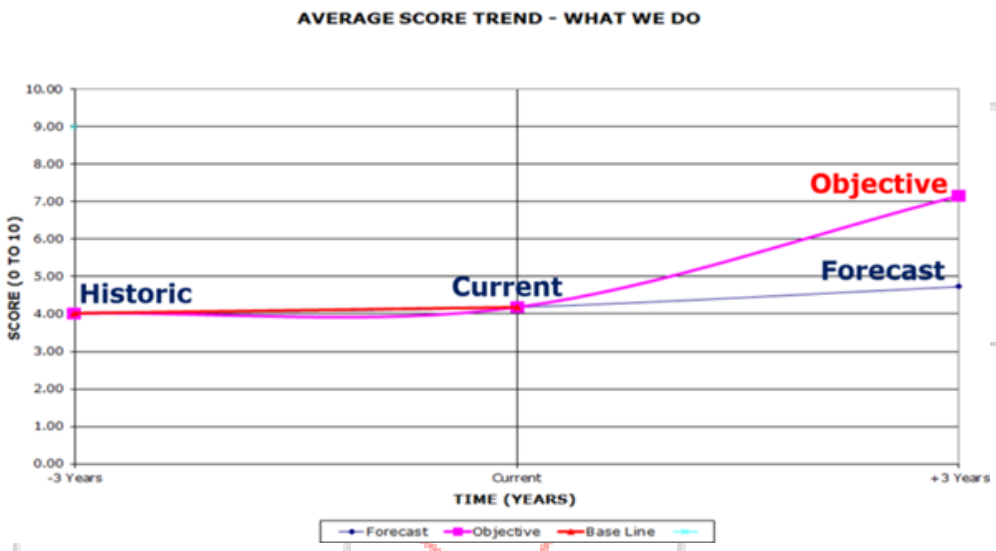
Complete Tovil | Handover Tovil | Clearwell

Ltd

StratSnap©

"Your process has been quite amazing. And as everybody has said, your approach and your tools have actually assisted us to arrive at this point in time so quickly."

1. Executive team identifies a "Focus Question" as a basis for analysis.
2. Harnesses the collective wisdom in the room.
3. Constructively expose different "Views of the Mountain".
4. Collaborative critical thinking builds consensus.
5. Weighted factors and scored performance is a foundation for measurable, actionable plan.
6. Clear view of required future direction and how to get there.



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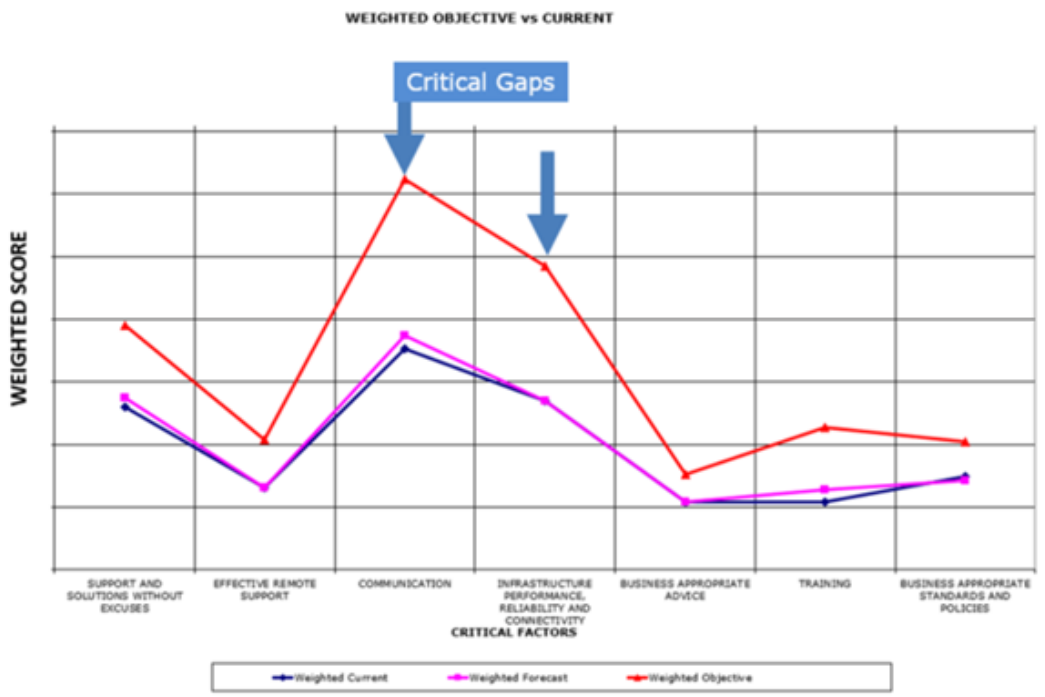
StratGap©

Systematic Critical Issues Based Planning

1. Based on Weighted Gap.
2. Critical projects to close the gap.
3. Key resources.
4. Target timeline.
5. Practical consideration of how to achieve the desired outcomes.
6. Collaborative, strong high-quality outcome.
7. Geared to prioritized action.



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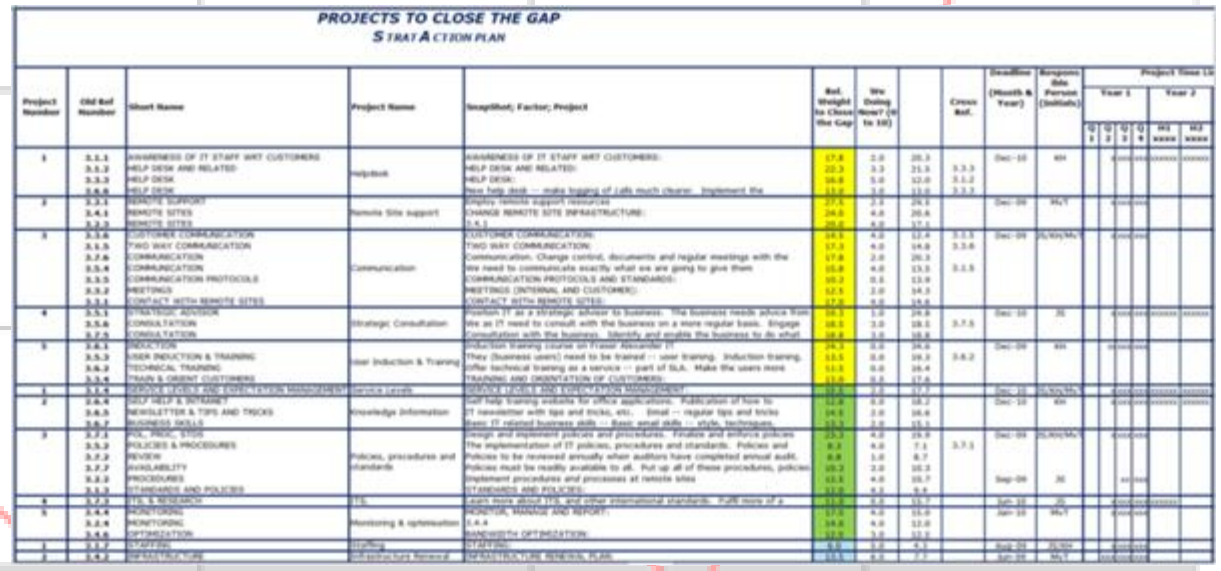
Weighted Objective vs Forecast

StratAction©

Structured, Actionable Strategic Plans

1. Traces back to the original executive inputs.
2. Highly structured.
3. Links together all related actions into actionable groups suitable for delegation of implementation.
4. Action orientated plan with every plan action and project weighted and scored.
5. Geared to prioritized action.
6. Outputs to a formal project Gantt Chart and schedule.



PROJECTS TO CLOSE THE GAP
STRATACTION PLAN

Project Number	Old Ref Number	Short Name	Project Name	Snapshot; Factor; Project	Ref. Weight to Close the Gap	We Doing Now? (0 to 10)		Cross Ref.	Deadline (Month & Year)	Responsible Person (Initials)	Project Time Line Year 1 Q1	Q2	Q3	Q4	Year 2 H1 xxxx	H2 xxxx
1	1.1.1	AWARENESS OF IT STAFF WRT CUSTOMERS	Helpdesk	AWARENESS OF IT STAFF WRT CUSTOMERS:	17.8	1.0	20.3		Dec-10	KH						
	1.1.2	HELP DESK AND RELATED		HELP DESK AND RELATED:	22.3	1.3	21.3	1.3.3								
	1.1.3	HELP DESK		HELP DESK:	16.0	1.0	12.0	1.1.2								
	1.1.6	HELP DESK		New help desk -- make logging of calls much clearer. Implement the	13.0	1.0	13.0	1.1.1								
2	1.1.1	REMOTE SUPPORT	Remote Site support	Display remote support resources	27.1	2.3	26.1		Dec-09	MLT						
	1.4.1	REMOTE SITES		CHANGE REMOTE SITE INFRASTRUCTURE:	24.0	4.0	20.4									
	1.2.3	REMOTE SITES		S.A.S	20.0	4.0	17.1									
3	1.1.6	CUSTOMER COMMUNICATION	Communication	CUSTOMER COMMUNICATION:	16.1	4.0	12.4	1.1.1	Dec-09	JS/KH/MLT						
	1.1.5	TWO WAY COMMUNICATION		TWO WAY COMMUNICATION:	17.1	4.0	14.0	1.1.6								
	1.7.6	COMMUNICATION		Communication. Change control, documents and regular meetings with the	17.0	2.0	20.1									
	1.1.4	COMMUNICATION		We need to communicate exactly what we are going to give them	15.0	4.0	13.1	1.1.5								
	1.1.5	COMMUNICATION PROTOCOLS		COMMUNICATION PROTOCOLS AND STANDARDS:	10.2	0.1	13.9									
	1.1.2	MEETINGS		MEETINGS (INTERNAL AND CUSTOMER):	12.1	2.0	14.3									
	1.1.1	CONTACT WITH REMOTE SITES		CONTACT WITH REMOTE SITES:	17.1	4.0	16.0									
4	1.1.1	STRATEGIC ADVISOR	Strategic Consultation	Position IT as a strategic advisor to business. The business needs advice from	19.1	1.0	24.4		Dec-10	JS						
	1.1.6	CONSULTATION		We as IT need to consult with the business on a more regular basis. Engage	18.1	1.0	18.1	1.7.1								
	1.7.1	CONSULTATION		Consultation with the business. Identify and enable the business to do what	18.0	1.0	18.0									
5	1.1.1	INDUCTION	User Induction & Training	Induction training course on Fraser Alexander IT	24.1	0.0	24.0		Dec-09	KH						
	1.1.3	USER INDUCTION & TRAINING		They (business users) need to be trained -- user training. Induction training.	13.1	0.0	19.1	1.6.2								
	1.6.2	TECHNICAL TRAINING		Offer technical training as a service -- part of SLA. Make the users more	13.0	0.0	16.4									
	1.1.4	TRAIN & ORIENT CUSTOMERS		TRAINING AND ORIENTATION OF CUSTOMERS:	13.0	0.0	17.6									
1	1.1.4	SERVICE LEVELS AND EXPECTATION MANAGEMENT	Service Levels	SERVICE LEVELS AND EXPECTATION MANAGEMENT:	12.1	2.0	17.1		Dec-10	JS/KH/MLT						
2	1.1.4	SELF HELP & INTERNET	Knowledge Information	Self help training website for office applications. Publication of how to	12.0	0.0	18.2		Dec-10	KH						
	1.6.5	NEWSLETTER & TIPS AND TRICKS		IT newsletter with tips and tricks, etc. Email -- regular tips and tricks	14.1	2.0	16.4									
	1.6.7	BUSINESS SKILLS		Basic IT related business skills -- Basic email skills -- style, techniques,	13.1	2.0	15.1									
3	1.7.1	POL, PROC, STDS	Policies, procedures and standards	Design and implement policies and procedures. Finalize and enforce policies	19.1	4.0	19.0		Dec-09	JS/KH/MLT						
	1.5.2	POLICIES & PROCEDURES		The implementation of IT policies, procedures and standards. Policies and	8.1	4.0	7.1	1.7.1								
	1.7.2	REVIEW		Policies to be reviewed annually when auditors have completed annual audit.	8.0	1.0	8.7									
	1.7.7	AVAILABILITY		Policies must be readily available to all. Put up all of these procedures, policies	10.1	2.0	10.1									
	1.2.1	PROCESSES		Implement procedures and processes at remote sites	11.1	4.0	10.7		Sep-09	JS						
	1.1.3	STANDARDS AND POLICIES		STANDARDS AND POLICIES:	12.0	4.1	9.4									
4	1.7.3	ITIL & RESEARCH	ITIL	Learn more about ITIL and other international standards. Fulfil more of a	13.0	2.0	13.7		Jan-10	JS						
5	1.4.4	MONITORING	Monitoring & optimisation	MONITOR, MANAGE AND REPORT:	17.1	4.0	15.0		Jan-10	MLT						
	1.2.4	MONITORING		S.A.4	14.0	4.0	12.0									
	1.4.6	OPTIMIZATION		BANDWIDTH OPTIMIZATION:	14.0	3.0	12.1									
1	1.1.7	STAFFING	Staffing	STAFFING:	8.0	2.0	9.1		Sep-10	JS/KH						
2	1.4.1	INFRASTRUCTURE	Infrastructure Renewal	INFRASTRUCTURE RENEWAL PLAN:	13.1	4.0	7.1		Jan-10	MLT						

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Weighted Objective vs Forecast

StratMatrix©

Matrix Analysis of Two-Dimensional Critical Factors

1. Some StratSnap© analyses reveal a two-dimensional logic.
2. Determine the strategic “hot-spots” those cells in the matrix with the highest relative weights.
3. Enables the organization to zoom in on those components that are most critical.
4. Quick and easy to apply.
5. Geared to prioritized action.

Critical Concerns with regard to business direction

	Weight		A	B	C	D	E	F	G
Leadership	22%	1	5.1%	3.4%	2.9%	2.0%	1.7%	3.3%	3.6%
Marketing And Public Relations	19%	2	4.5%	3.0%	2.5%	1.7%	1.5%	2.9%	3.2%
Financial Management	10%	3	2.3%	1.5%	1.3%	0.9%	0.8%	1.5%	1.6%
Admin And Legal	11%	4	2.7%	1.8%	1.5%	1.0%	0.9%	1.7%	1.9%
Operations / Production	9%	5	2.1%	1.4%	1.2%	0.8%	0.7%	1.4%	1.5%
Human Resources	19%	6	4.4%	2.9%	2.5%	1.7%	1.5%	2.8%	3.1%
Long Term Planning	10%	7	2.3%	1.5%	1.3%	0.9%	0.8%	1.5%	1.6%
	100%								
Weight	100%		23%	16%	13%	9%	8%	15%	17%

Critical Success Factors for IT Performance: Strategic Alignment; Service Levels; Executive Custody And Funding; Finances; Technology; Staff; Planning And Execution

StratFrame©

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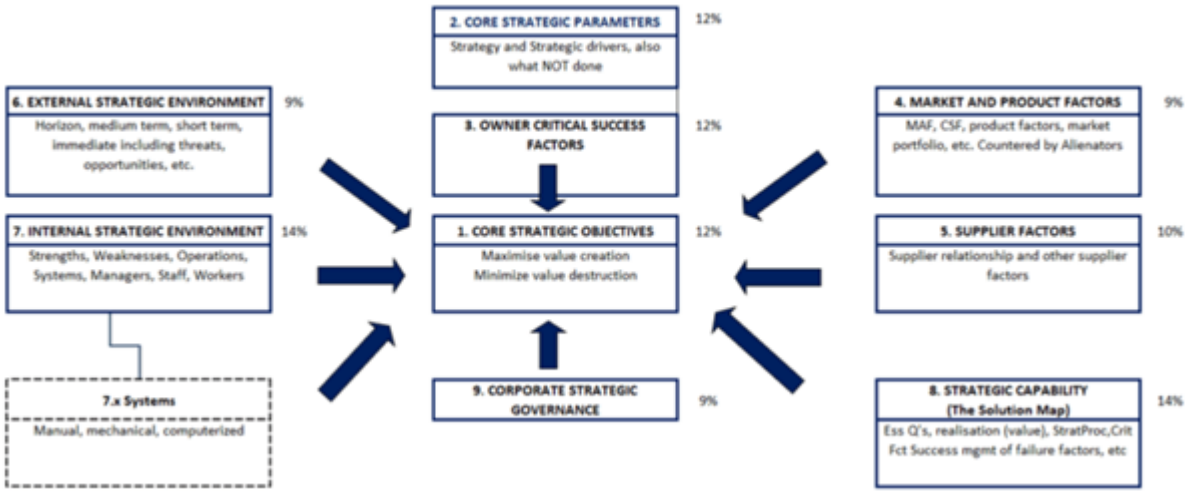
Weighted Objective vs Forecast

StratMap©

Map of the Strategic Environment

1. A structured and logical model of the entire enterprise.
2. Pulls results of individual SnapShots© together on a weighted, prioritized basis to provide over-arching structure to the entire plan.
3. Powerful way to analyze the entire enterprise.
4. Intuitive way to model the enterprise.
5. Quick and easy to apply.
6. Geared to prioritized action.



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Weighted Objective vs Forecast

Strategic Advisory Services

StratKPI©

Strategically prioritized Key Performance Indicators

1. An innovative and different approach to Key Performance Indicator development.
2. Support the Strategic Plan.
3. “Tell me how you want me to behave and I will tell you how to measure me”.
4. Powerful way to determine KPIs.
5. Quick and easy to apply.
6. Geared to prioritized action.

	Weights											
	1 AB	2 CS	3 MP	4 JB	5 JK	Avg	Adj*	Min	Max	Std	Parent Weight	Plan Weight
1. RESEARCH MANAGEMENT SYSTEM											30%	
1.1 Expenditure can be incurred on the project because RMS is up to date	10%	10%	25%	5%	10%	12%	12%	5%	25%	8%		3.60%
1.2 Projects are registered and up to date	10%	10%	10%	10%	60%	20%	20%	10%	60%	22%		6.00%
1.3 RMS data is accurate	60%	50%	10%	60%	10%	38%	38%	10%	60%	26%		11.40%
1.4 RMS is being used as a management resource in support of STRATPLAN	10%	10%	50%	15%	10%	19%	19%	10%	50%	17%		5.70%
1.5 RMS data is regularly updated and maintained	10%	20%	5%	10%	10%	11%	11%	5%	20%	5%		3.30%
1.6	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		0.00%
1.7	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%		0.00%
	100%	100%	100%	100%	100%	100%	100%					30%
	0%	0%	0%	0%	0%	0%	0%					

	Weights											
	1 AB	2 CS	3 MP	4 JB	5 JK	Avg	Adj*	Min	Max	Std	Parent Weight	
2. DIRECT RESEARCH PROJECT ACTIVITIES (EXCL PLAN, TENDER, FINANCE)											14%	
2.1 Project administration -- Travel arrangements are made timeously and accurately as requested	25%	80%	30%	20%	80%	47%	47%	20%	80%	30%		6.58%
2.2 Project operational support -- Field work material is prepared accurately and timeously,	30%	4%	0%	5%	10%	10%	10%	0%	30%	12%		1.37%
2.3 Project involvement: Coding of questionnaires. Flow of information to and from the field. Field work personally	25%	1%	0%	0%	0%	5%	5%	0%	25%	11%		0.73%
2.4 Project financial quality control	5%	0%	40%	60%	0%	21%	21%	0%	60%	27%		2.94%
2.5 Field worker coordination and liaison	5%	1%	0%	0%	5%	2%	2%	0%	5%	3%		0.31%
2.6 Project reporting	5%	4%	0%	5%	0%	3%	3%	0%	5%	3%		0.39%

WEIGHTED SCORE

Complete Tovil | Handover Tovil | Clearwell | One Book | Top Of Day Job | Tidy And Organized | Manage Lab Actions

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Weighted Objective vs Forecast

StratDecision©

Strategically prioritized decision making

1. Rank and score alternative scenarios by applying weights from StratSnap©.
2. Quick and easy to apply.
3. Supports the Strategic Plan.
4. Geared to prioritized high value action.
5. Quickly crystalize the real issues with regard to any decision, tactical or strategic.

Strategic Decision Support Worksheet
StratSnap© Critical Factors

Selecting new office premises
07_01_Critical Success Factors for New Office Premises

	Relative Weight	Scores 1 JS	2 AJ	3 PB	Avg	Adj*	Min	Max	Std	Weighted Score
1. Location	25.00%									
1.1 27 Station Street, Bexley Heath		10.0	8.0	9.0	9.0	9.0	8.0	10.0	1.0	2.25
1.2 12 Linden Avenue, Orpington		8.0	6.0	9.0	7.7	7.7	6.0	9.0	1.5	1.92
1.3 39 London Road, Dartford		7.0	8.0	6.0	7.0	7.0	6.0	8.0	1.0	1.75
1.4 124 Commercial Centre, Swanley		9.0	8.0	7.0	8.0	8.0	7.0	9.0	1.0	2.00
1.5 1 st Floor, Retail Centre, Croydon		5.0	4.0	6.0	5.0	5.0	4.0	6.0	1.0	1.25
1.6 11 Commercial Road, Petts Wood		8.0	9.0	7.5	8.2	8.2	7.5	9.0	0.8	2.04
1.7 95 London Road, Dartford		4.0	2.0	3.0	3.0	3.0	2.0	4.0	1.0	0.75
		7.3	6.4	6.8	6.8	6.8	5.8	7.9		1.71

		Scores 1 JS	2 AJ	3 PB	Avg	Adj*	Min	Max	Std	Weighted Score
2. Floor Area (Square Metres)	12.00%									
2.1 27 Station Street, Bexley Heath		8.0	9.0	8.0	8.3	8.3	8.0	9.0	0.6	1.00
2.2 12 Linden Avenue, Orpington		7.0	6.0	5.0	6.0	6.0	5.0	7.0	1.0	0.72
2.3 39 London Road, Dartford		8.0	8.0	7.0	8.0	8.0	7.0	9.0	1.0	0.96

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The primary offerings include:

- Quick Attack Decision Making© workshop
- High-Impact Low-Cost business planning workshop
- Pulse Measurement troubleshooting engagement
- Strategic advisory on the application of ERP and CRM systems
- Strategic Planning Suite software tool for enterprise-grade strategic planning
- Executive Coaching in strategic planning and decision making

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Facilitator: Dr James A Robertson

Strategic Planning Expert

An award-winning strategic and corporate development expert, who has driven and delivered profitable growth for SME and MNC businesses, by optimising leading-edge technology over the decades, with, to and through partnerships, joint-ventures and M&A across international markets, in both traditional and technology sectors, as well as having strategic directional involvement in education, charity & political sectors.

Dr James A Robertson
The Strategy Doctor

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Client Feedback

"… after 18 months we still did not have a solution … they kept blaming us … after engaging Dr James within 48 hours we had got our head around what the issues were … totally inappropriate solution … we knew what the way forward … for the first time in 18 months there was clarity of vision regarding what had to be done"

"Deceptively simple– incisive and powerful. Completed in a true partnership between consultant, algorithm and your business that will enable you to continue forging ahead in the new normal. Give it a try. It won't break the bank." C Wright

"I'm impressed with the fact that you just have such a deep and organic understanding of strategy going way back" – MU

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REACH OUT to BOOK or DISCUSS

We're Here To Help

ScaleUpArena